-2017 -

Arizona Game & Fish Department OUTDOOR EXPO

EXHIBITOR INFORMATION PACKET

March 24th (Friday is Youth Day Only) March 25th & 26th, 2017

Arizona Game and Fish Department Outdoor Expo Objective: To inform, educate, train and introduce the public through activities, demonstrations and exhibits of hunting, fishing, recreational shooting, archery, wildlife watching, off-highway vehicle and watercraft recreation, wildlife conservation, wildlife education, camping, trapping and other related outdoor activities that are consistent with the Department's mission, policies and positions.



Arizona Game and Fish Department Outdoor Expo Policy and Guidelines for Exhibitors

The Department's objective for the annual Outdoor Exposition (Expo) is to inform, educate, train and introduce the public through activities, demonstrations and exhibits of hunting, fishing, recreational shooting, archery, wildlife watching, off-highway vehicle and watercraft recreation, wildlife conservation, wildlife education, camping, trapping and other related outdoor activities that are consistent with the Department's mission, policies and positions.

Department Mission: The mission of the Arizona Game and Fish Department (Department) is to conserve Arizona's diverse wildlife resources and manage for safe, compatible outdoor recreation opportunities for current and future generations.

Department Policy: The Department sponsors, organizes and conducts the Expo at its Ben Avery Shooting Facility. The Department relies on numerous Exhibitors to meet its objective for the Expo and will restrict Exhibitor participation to those that provide information, materials, products or services directly related to and in support of the Department's objective.

Exhibitor: An individual or organization (industry, manufacturer, retailer, government, non-government, commercial and non-commercial) whose primary purpose is directly related to the Department's objective for the Expo and will provide information, materials, products and services directly related to and in support of the Department's objective for the Expo.

Application Process: Potential Exhibitors must complete and submit an Expo Exhibitor Application to the Department. Applications shall be reviewed by the Department to ensure the applicant meets the criteria set forth in Department policy. All applicants will be notified of their approval or disapproval to participate in the event. When applicable, applicants that are rejected will be reimbursed any fees paid.

Early Registration – Save \$200.00 by registering by **Midnight Nov. 30**th! Late Registration pricing begins on December 1st for all unpaid registration fees and post marks dated on or after December 1st.

Applications will not be accepted after the registration deadline 5pm, Monday, February 27th!

Post Deadline Application Process: Cancellations may be identified after the application deadline. These spaces will be issued on a first-come, first-served basis. To inquire about availability, call (623) 236-7224.

Exhibitor Restrictions and Guidelines:

- All Exhibitor programs, displays, messages, products and other materials used at the Expo must support the objective of the event or support/promote activities that are directly related to the objective of the event.
- The Department reserves the right to reject and/or expel any exhibit, or parts thereof, that do not support the objective of the Expo.
- The Department will not guarantee any exhibitor sole proprietorship or representation of a product, service or location.
- The use of live birds is prohibited in hunting dog field trial demonstrations at the Expo.
- The sale of firearms is prohibited at the Expo.
- Children under the age of five (5) will not be permitted to shoot firearms at the Expo.



- Children ages five (5) through eight (8) will not be permitted to shoot any handgun or cartridge larger than a .22 long rifle at the Expo.
- Exhibitors with interactive learning components are preferred. Exhibitors should include components about safety, conservation, and personal outdoor responsibility.
- Exhibitor booths must be staffed at all times during Expo hours.
- Exhibitors must supply their own signage or banners to identify themselves, however, all signage must be, fire retardant and approved by the Department. Exhibitors and vendors may hang banner one banner no larger than 10'w x 3'h. Exhibitor and vendor banners within their purchased booth space. Department created banners to hang in the entrance foyer, or outside the Commercial Exhibitor tents may be purchased through online registration.
- Exhibitors are prohibited from providing the public promotional items or giveaways that may jeopardize public safety such as firearms, live ammunition, and whistles.
- Human or human silhouetted targets are not permitted on live firing ranges during the Expo.
- Exhibitors will comply with all range safety rules and any other instructions given by authorized Department personnel during the Expo.
- All Exhibitors subject to Expo Fees must submit payment before setting up their displays.
- All signage, banners, linens, flags, backdrops, etc. within a tent must be Fire Retardant.
- Retail Exhibitors and Commercial business will not be permitted in the non-profit/ club tents.
- Non-Profit Exhibitors will be limited to two booth spaces. One at no cost and one additional for \$100.00 plus any applicable late registration fees.
- Exhibitor agrees to be responsible and pay for any damages to any property at the Expo caused by Exhibitor. The Department may pursue a claim against Exhibitor for any damages and associated costs, and Exhibitor is prohibited from applying for any future Expo until the damages and costs are paid in full.
- All Exhibitors must register for booth space. Two groups may share one 10x10 booth space upon approval from the Department.

Electricity, Internet Connectivity and Wi-Fi:

- Electricity is provided inside the Main Tent only.
- Telephone lines are not available, Internet Connectivity and Wi-Fi for electronic transactions are not guaranteed.
- Exhibitors providing their own power and fuel must receive prior approval from the Department.

Expo Privacy:

- Exhibitors wishing to conduct a raffle during the Expo must comply with all State Laws regulating such activities and must receive prior written approval from the Department before conducting a raffle.
- For raffles that require participants to give something of value, only those raffles where the
 proceeds will be used to support the objective of the Expo or Mission of the Department will be
 permitted.

Raffles:

- Exhibitors wishing to conduct a raffle during the Expo must comply with all State Laws regulating such activities and must receive prior written approval from the Department before conducting a raffle.
- For raffles that require participants to give something of value, only those raffles where the
 proceeds will be used to support the objective of the Expo or Mission of the Department will be
 permitted.



 Free raffles are permitted as long as the raffle items support the objective of the Expo or Mission of the Department.

Set-up/Takedown/Parking:

- Set-up hours are 4pm 7pm on Thursday; 7am 7pm Friday; 6am 8am Saturday and Sunday.
- Set-up procedures for Youth Day (March 24th) and the Family Adventure Area will be sent to exhibitors prior to the event.
- Expo hours are 9am 5pm, March 25th and 9am 4 pm, March 26th.
- Vehicles will not be allowed to enter the Expo area on Sunday afternoon to take down exhibits until visitors have vacated the area and the Department has determined it is safe to do so.
- Exhibitors are not permitted to dismantle or takedown their booth until the Expo has concluded.
- Exhibitors must take all property with them when the event concludes. This includes trash, empty boxes, all used/unused items, supplies, equipment, etc.
- Dumping of clean water or ice in appropriate areas is acceptable.
- Exhibitors must park in designated parking areas. All Exhibitor vehicles must be removed from the event area by 8am each day.

Overnight Camping for Exhibitors and Vendors:

- Camping spots at the Main Range Shooter campground are offered at \$30.00 a night for water and electric and \$12.00 a night for dry camping to EXPO exhibitors and vendors. The campground has three restroom facilities with showers, and a dump station is available for all campers.
- Please go to the link provided and fill out the form noting "EXPO" and (organization name) in the comment section of the form to reserve your spot. Confirmations will be sent back through US Mail so please include a valid mailing address on your registration form.
- Register online at: http://www.azgfd.gov/outdoor_recreation/basf_camp_res.shtml

Security:

- The Maricopa County Sheriff's Office is on site 24/7 during the Expo to provide security.
- The Department does not guarantee the security and safety of any supplies or equipment and is not liable for any stolen or damaged items.
- Exhibitors must secure firearms and other items of value after hours.

Insurance:

- The Department requires a certificate of liability insurance from all commercial exhibitors and all 501(c) 3 Not-for-Profit exhibitors that are selling goods, services, or conducting raffles (not including free raffles) during the Expo.
- See Attachment A for complete insurance requirement information and a Certificate of Liability Insurance sample.
- For all insurance requirement questions please contact, AGFD Purchasing Manager at 623-236-7456.
- Summary of minimum insurance requirements includes:



1. Commercial General Liability - Occurrence Form

Policy shall include bodily injury, property damage, personal injury and broad form contractual liability coverage.

•	General Aggregate	\$1	,000,000
•	Products – Completed Operations Aggregate	\$	500,000
•	Personal and Advertising Injury	\$	500,000
•	Blanket Contractual Liability – Written and Oral	\$	500,000
•	Fire Legal Liability	\$	25,000
•	Each Occurrence	\$	500,000

a. The policy shall be endorsed to include the following additional insured language: "The State of Arizona, its departments, agencies, boards, commissions, universities and its officers, officials, agents, and employees shall be named as additional insured(s) with respect to liability arising out of the activities performed by or on behalf of the Contractor".

2. Business Automobile Liability

Bodily Injury and Property Damage for any owned, hired, and/or non-owned vehicles used in the performance of this Contract.

Combined Single Limit (CSL) \$500,000

3. Workers' Compensation and Employers' Liability

Workers' Compensation	Statutory
Employers' Liability	-
Each Accident	\$ 100,000
Disease – Each Employee	\$ 100,000
Disease – Policy Limit	\$ 100,000

• Sole proprietors with no employees may submit a Waiver for Worker's Compensation. Please see Attachment B for Sole Proprietor Worker's Compensation Waiver.

NOTES:

NEW - Within Five days of on-line application, please send: Exhibitor Application Form, proof of insurance (if required), and check payable to Arizona Game & Fish Department (if applicable) to:

Arizona Game and Fish Department, IEPB Fax: (623) 236-7903
Attn: Madeline Gaffney

5000 West Carefree Highway Phoenix, AZ 85086-5000

SPONSORSHIP PACKAGES are available – see Sponsorship and Marketing packet and video.



Note: Table Continued with Prices on next page

Youth Day Specific Friday Youth day -Hours are 8:30 - 2:30 March 24th	ONLY in the Youth Area. (May apply to 501(c)- 3 or (c)-6 clubs on specialty ranges and areas, boating, archery, clay target etc.) - You may purchase space in the Commercial Tent if		(Outfitters – outdoors products- outdoors clothing apparel and equipment- firearms equipment, guides, taxidermists, hunting and fishing properties, knives, Shooting Ranges, etc.) apply to 501(c)-)-6 clubs on lty ranges and boating, y, clay target You may ase space in the lecrical Tent if		Archery or Clay Target Area (Sporting Clay Field) – Commercial Exhibitors Only		Boating – Off Highway Vehicles – Recreational Vehicle Dealers - Commercial Exhibitors Only		Firing Line Exhibitors – Rifle and Pistol in the Main Area - Commercial Exhibitors only			
Youth Area	NGO	lectricity is desired. IGO Main Tent			Archery or Clay Target		Boating - RV or OHV		Manufacturers Area			
or Archery									- 			
Youth Day is Friday March	NGO Clay	Youth and					Archery	Clay Target				
24th, the Youth Area is open for the duration of the event. Please plan a hands on activity.	Target OHV Boating Sat Sun. Only	Archery Areas Friday Saturday & Sunday	Saturday ar	nd Sunday Oı	nly		Friday Saturday and Sunday	Saturda y and Sunday Only	Saturday and Sunday Only		Saturday and Sunday Only	
Electricity?	No power		Electricity I	Provided in t	his area only	/.	No power		No power		No power	
Booth Type	Non Profit	Standard	Standard Package	Premiu m Package	Center Island Package	10/30 corner and 10 x 20 booths	Archery Standard	CTC Standar d	Standard Package	е	Firing Line Classic	Firing Line Standard
Booth Size	10 x 10 bo	ooth	10 x 10 booth	10x10 in corner or entranc e	20x20 Center Island Booth	10/30 Premium corner and 10 x 20 booths	10 x 10 canopy In Archery area	10 x 10 canopy or Canopy with field	10 x 10 canopy a sq. ft. (25x40) of displaying equipr machinery. If you 1,000 sq.,, or no (canopy only) Ple your Registration Space is limited.	space for ment or u do not need display area, ase note this in	10 x 30 Premium booth	10 x 20 booth
Tables	1 table		1 skirted	1 skirted	2 skirted	2 skirted	1 table	1 table	1 table		(4) 8'	(2) 8' tables
Provided Chairs	2 chairs		table 2 chairs	table 2chairs	tables 4 chairs	tables 4 chairs	2 chairs	2 chairs	rs 2 chairs		tables 4 chairs	2 chairs
Misc.			10' rear drape 3' side dividers	10' rear drape 3' side dividers	10' rear drape 3' side dividers	10' rear drape and 3' side dividers	Shooting lanes provided Range Safety Officer	Shootin g Stations, Clay Targets and two Machine s Provide d	Call before Jan. 1st for special requests. (Tents, Astroturf pricing may be available with either Boating Area Sponsor - or - at additional exhibitor cost)	If time permits Customizable playing field for ride and drive, or rock garden for rock crawling. Call for info	Covered firing points, targets, shooting frames and 2 range safety officers	Covered firing points targets, shooting frames and 2 range safety officers
Price \$200 per booth late registration for all registrations paid online or postmarked on or after December 1st	Non-Profit Organizati permitted booth; Eac additional	ion is a single ch	\$300* \$500	\$500* \$700	\$850* \$1050	\$600* \$800	\$300* \$500	\$300* \$500	\$300* per booth & display area \$500 per booth & display area	\$300* per booth & display area \$500 per booth & display area	\$1,000* \$1,200	\$ 750* \$950



Attachment A: Insurance Requirements

INDEMNIFICATION CLAUSE:

A separate indemnification will be required of exhibitors in the OHV, Rock crawling area, or any other exhibit that puts additional risk on the Department or poses a risk to public safety at the discretion of the Arizona Game and Fish Department. **See Attachment C**

This indemnity shall not apply if the contractor or sub-contractor(s) is/are an agency, board, commission or university of the State of Arizona.

INSURANCE REQUIREMENTS:

Contractor and subcontractors shall procure and maintain until all of their obligations have been discharged, including any warranty periods under this Contract, are satisfied, insurance against claims for injury to persons or damage to property which may arise from or in connection with the performance of the work hereunder by the Contractor, his agents, representatives, employees or subcontractors.

The *insurance requirements* herein are minimum requirements for this Contract and in no way limit the indemnity covenants contained in this Contract. The State of Arizona in no way warrants that the minimum limits contained herein are sufficient to protect the Contractor from liabilities that might arise out of the performance of the work under this contract by the Contractor, its agents, representatives, employees or subcontractors, and Contractor is free to purchase additional insurance.

A. <u>MINIMUM SCOPE AND LIMITS OF INSURANCE:</u> Contractor shall provide coverage with limits of liability not less than those stated below.

1. Commercial General Liability – Occurrence Form

Policy shall include bodily injury, property damage, personal injury and broad form contractual liability coverage.

•	General Aggregate	\$1,000,000
•	Products – Completed Operations Aggregate	\$ 500,000
•	Personal and Advertising Injury	\$ 500,000
•	Blanket Contractual Liability – Written and Oral	\$ 500,000
•	Fire Legal Liability	\$ 25,000
•	Each Occurrence	\$ 500,000

- a. The policy shall be endorsed to include the following additional insured language: "The State of Arizona, its departments, agencies, boards, commissions, universities and its officers, officials, agents, and employees shall be named as additional insured(s) with respect to liability arising out of the activities performed by or on behalf of the Contractor".
- b. Policy shall contain a waiver of subrogation against the State of Arizona, its departments, agencies, boards, commissions, universities and its officers, officials, agents, and employees for losses arising from work performed by or on behalf of the Contractor.

2. Business Automobile Liability

Bodily Injury and Property Damage for any owned, hired, and/or non-owned vehicles used in the performance of this Contract.



Combined Single Limit (CSL)

\$500,000

- a. The policy shall be endorsed to include the following additional insured language: "The State of Arizona, its departments, agencies, boards, commissions, universities and its officers, officials, agents, and employees shall be named as additional insured(s) with respect to liability arising out of the activities performed by or on behalf of the Contractor, involving automobiles owned, leased, hired or borrowed by the Contractor".
- Policy shall contain a waiver of subrogation against the State of Arizona, its
 departments, agencies, boards, commissions, universities and its officers, officials,
 agents, and employees for losses arising from work performed by or on behalf of
 the Contractor.
- 3. Worker's Compensation and Employer's Liability

Worker's Compensation	Statutory
Employer's Liability	
Each Accident	\$ 100,000
Disease – Each Employee	\$ 100,000
Disease – Policy Limit	\$ 100,000

- a. Policy shall contain a waiver of subrogation against the State of Arizona, its departments, agencies, boards, commissions, universities and its officers, officials, agents, and employees for losses arising from work performed by or on behalf of the Contractor.
- b. This requirement shall not apply to: Separately, EACH contractor or subcontractor exempt under A.R.S. 23-901, AND when such contractor or subcontractor executes the appropriate waiver (Sole Proprietor/Independent Contractor) form.
- B. <u>ADDITIONAL INSURANCE REQUIREMENTS:</u> The policies shall include, or be endorsed to include, the following provisions:
 - 1. The State of Arizona, its departments, agencies, boards, commissions, universities and its officers, officials, agents, and employees wherever additional insured status is required. Such additional insured shall be covered to the full limits of liability purchased by the Contractor, even if those limits of liability are in excess of those required by this Contract.
 - The Contractor's insurance coverage shall be primary insurance with respect to all other available sources.
 - 3. Coverage provided by the Contractor shall not be limited to the liability assumed under the indemnification provisions of this Contract.
- C. <u>NOTICE OF CANCELLATION:</u> Each insurance policy required by the insurance provisions of this Contract shall provide the required coverage and shall not be suspended, voided, canceled, or reduced in coverage or in limits except after thirty (30) days prior written notice has been given to the State of Arizona. Such notice shall be sent directly to (Arizona Game and Fish Department, Attn: Madeline Gaffney, Outdoor Expo, 5000 W. Carefree Highway, Phoenix, AZ 85086-5000) and shall be sent by certified mail, return receipt requested.
- D. <u>ACCEPTABILITY OF INSURERS:</u> Insurance is to be placed with duly licensed or approved non-admitted insurers in the state of Arizona with an "A.M. Best" rating of not less than A- VII. The State



of Arizona in no way warrants that the above-required minimum insurer rating is sufficient to protect the Contractor from potential insurer insolvency.

E. <u>VERIFICATION OF COVERAGE:</u> Contractor shall furnish the State of Arizona with certificates of insurance (ACORD form or equivalent approved by the State of Arizona) as required by this Contract. The certificates for each insurance policy are to be signed by a person authorized by that insurer to bind coverage on its behalf.

All certificates and endorsements are to be received and approved by the State of Arizona before work commences. Each insurance policy required by this Contract must be in effect at or prior to commencement of work under this Contract and remain in effect for the duration of the project. Failure to maintain the insurance policies as required by this Contract, or to provide evidence of renewal, is a material breach of contract.

All certificates required by this Contract shall be sent directly to (Arizona Game and Fish Department, Attn: Madeline Gaffney, Outdoor Expo, 5000 W. Carefree Highway, Phoenix, AZ 85086-5000, Fax: 623-236-7903, e-mail mgaffney@azgfd.gov). The State of Arizona project/contract number and project description shall be noted on the certificate of insurance. The State of Arizona reserves the right to require complete, certified copies of all insurance policies required by this Contract at any time. DO NOT SEND CERTIFICATES OF INSURANCE TO THE STATE OF ARIZONA'S RISK MANAGEMENT DIVISION.

- F. <u>SUBCONTRACTORS:</u> Contractors' certificate(s) shall include all subcontractors as insured(s) under its policies **or** Contractor shall furnish to the State of Arizona separate certificates and endorsements for each subcontractor. All coverages for subcontractors shall be subject to the minimum requirements identified above.
- G. <u>APPROVAL:</u> Any modification or variation from the *insurance requirements* in this Contract shall be made by the Department of Administration, Risk Management Division, whose decision shall be final. Such action will not require a formal Contract amendment, but may be made by administrative action.
- H. <u>EXCEPTIONS:</u> In the event the Contractor or sub-contractor(s) is/are a public entity, then the Insurance Requirements shall not apply. Such public entity shall provide a Certificate of Self-insurance. If the contractor or sub-contractor(s) is/are a State of Arizona agency, board, commission, or university, none of the above shall apply.



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Attachment C: 2017 Outdoor Expo Indemnification

Indemnity Agreement

Exhibitor shall indemnify, defend, save and hold harmless the State of Arizona, its departments, agencies, boards, commissions, universities and its officers, officials, agents, and employees (hereinafter referred to as "State of Arizona") from and against any and all claims, actions, liabilities, damages, losses, or expenses (including court costs, attorneys' fees, and costs of claim processing, investigation and litigation) (hereinafter referred to as "Claims") for bodily injury or personal injury (including death), or loss or damage to tangible or intangible property caused, or alleged to be caused, in whole or in part, by the negligent or willful acts or omissions of Exhibitor or any of its owners, officers, directors, agents, employees or contractors, arising out of or related to Exhibitor's occupancy and use of the Ben Avery Shooting Facility. It is the specific intention of the parties that the State of Arizona shall, in all instances, except for Claims arising solely from the negligent or willful acts or omissions of the State of Arizona, be indemnified by Exhibitor from and against any and all claims. It is agreed that Exhibitor will be responsible for primary loss investigation, defense and judgment costs where this indemnification is applicable.

Name and Title of Authorized Representative	Date	



Attachment D: 2017 Outdoor Expo Policy

G2.5 Outdoor Expo Effective: 12/28/2009

Policy Process Owner: IEHQ Assistant Director Department Policy: The Department sponsors, organizes and conducts an annual Outdoor Exposition (Expo) at the Ben Avery Shooting Facility. The Department relies on numerous Exhibitors to meet its objective for the Expo. To ensure the Department meets its objective, the Department shall restrict Exhibitors to those that provide information, materials, products or services directly related to and in support of the Department's objective.

Objective: The Department's objective for the Outdoor Expo is to inform, educate, train and introduce the public through activities, demonstrations and exhibits of hunting, fishing, recreational shooting, archery, wildlife watching, off-highway vehicle and watercraft recreation, wildlife conservation, wildlife education, camping, trapping and other related outdoor activities that are consistent with the Department's mission, policies and positions.

Definitions:

Exhibitor: An individual or organization (industry,

manufacturer, retailer, government, non-government, commercial and non-commercial) whose primary purpose is directly related to the Department's objective for the Expo and will provide information, materials, products and services directly related to and in support of the Department's objective for the Expo.

- **A. Application Process:** Potential Exhibitors must complete an Expo Application and other related forms and submit them to the Department. Applications shall be reviewed by the Department to ensure the applicant meets the criteria set forth in this policy. All applicants will be notified of their approval or disapproval to participate in the event. When applicable, applicants that are not approved will be reimbursed any fees paid.
- **B.** Exhibits: All Exhibitor programs, displays, messages, products and other materials used at the Expo must support the objective of the event or support/promote activities that are directly related to the objective of the event. The Department reserves the right to reject or expel any exhibit, or parts thereof, that do not support the objective of the Expo. Restrictions/guidelines for exhibits are as follows:
- 1. The use of live birds is prohibited in hunting dog field trial demonstrations conducted at the Expo.
- 2. The sale of firearms is prohibited at the Expo.
- 3. The Department will not guarantee any Exhibitor sole proprietorship or representation of any product, service or location.
- 4. Exhibitors must supply their own signage which must be pre-approved by the Department.
- 5. Children under the age of five (5) will not be permitted to shoot firearms.
- **6.** Children between the age of five (5) and nine (9) will not be permitted to shoot any handgun or cartridge larger than a .22 long rifle
- Exhibitors must adhere to all additional rules and guidelines included in the Expo Application Packet.
- C. Insurance: All Commercial Exhibitors and all
- 501(c) 3 Not-for-Profit exhibitors that sell products or services or conduct raffles (excluding free raffles) during the Expo must provide the Department with a certificate of liability insurance indemnifying the State of Arizona, the Department and its employees during the course of the event.
- **D. Promotional Items and Giveaways:** Exhibitors are prohibited from providing promotional items or giveaways that may jeopardize public safety such as firearms, live ammunition, and whistles.
- E. Stolen Property: The Department is not responsible for any stolen or damaged property belonging to exhibitors or participants.
- **F. Raffles:** Exhibitors wishing to conduct a raffle during the Expo must comply with all State Laws regulating such activities and must receive prior written approval from the Department before conducting a raffle. For raffles that require participants to give something of value, only those raffles where the proceeds will be used to support the objective of the Expo or Mission of the Department will be permitted. Free raffles are permitted as long as the raffle items support the objective of the Expo or Mission of the Department.
- **G. Sponsors:** See G2.2 for sponsorship guidelines.
- **H.** Vendors: This policy does not apply to vendors contracted or requested to provide support services such as food, beverage, transportation and other event-related preparation and logistical services.